Transformation of Army Contracting

Mrs. Sandra Sieber

Director, Army Contracting Agency

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What is the Army Contracting Agency?

- **Created on 1 October 2002 as part of Army's Transformation Task Force 2**

- **Continuation of 1995 Functional Area Analysis (internal contracting consolidation)**

- **Consolidated installation and IT contracting under one HCA vs nine**

- **Focal point for contingency contracting**

- **Created to support Installation Management Agency and Network Techology Command and NACOMs**

ACA 1st Year Accomplishments

- Master Contract Suites
  - Netcom IT (Microsoft, cell phones & pagers)
  - IMA (security guards, furniture refurbishment)

- Awarded 40% more dollars with 5% less staff

- Achieved cost avoidance of $37M while consolidating actions

- Establishment/Operation of Partnership Council

- Exceeded Small Business Goals

- Support to OEF/OIF in CONUS and overseas

- Excellent ICE Rating of 92%

- BMMP Pilot

Where Do We Need to Go in FY-04?

- Continue to evolve best enterprise business practices – sample documents to be on web

- Continue contingency contracting transformation

- Look for innovations – ask why not?
    - To improve mission support through contracting
    - To manage within available resources

- Become more efficient through reshaping

- Manage change – QRAs, monthly VTCs, visits

- Embrace technology

Customer Service

- We are a customer service organization– without them we will not succeed: one team

- ACA measures its success by customer's satisfaction and mission success (using ICE)

- Our ultimate customer is the soldier
  – Contingency support
  – Good stewards of the public purse

  – Best value for support services

Leveraging Technology

- Continue to use technology to maximize effectiveness of business processes
  - **SPS**
  - **DoD Emall, office supplies, and toner**

- How we are using AKO and Business Intelligence system: management tools
  - **Analyze passively collected data**
  - **Detect trends**
  - **Manage workload**

AGB, AAGB, BMMP PILOT

- **ACA is Army Executive Agent for SPS and business systems**

- **Director is AGB member, Co-chair AAGB**

- **Lead in BMMP spend analysis pilot; one of four selected by the DoD CIO to support the advancement of net-centric tenets**

  - **Lead the engineering of Business Objects including installation, development, report building, data services, application services (demo) and web portal**

  - **Prepare existing Army data warehouse and SPS scripts to support pilot**

  - **Conduct technical solution testing**

Spend Analysis Pilot

- **Current Challenges**
  - The DoD currently has **limited insight** into what it buys and from whom
  - Each military Service and Agency procures goods and services across the Department with **little coordination** between procurement offices that are purchasing the same or similar services
  - Historical spend data resides in numerous **disparate applications** located throughout the Dod
  - In addition, each Service / Agency has their **own unique data dictionary**
- **Pilot Solution**
  - This pilot develops a **net-centric spend analysis capability** that "pulls" data from disparate data sources, maps and transforms the data to a common model, and produces DoD enterprise spend reports

Partnership with Industry

- Outreach to improve business processes
    - Better business arrangements- mutually beneficial
    - Better contractor support through open dialogue
    - Work together to solve problems and remove barriers

- ACA FY04 Goal: Establish ACA/Industry Partnership Council

How Will We Accomplish All These Things?

- Talented staff

- Further refinement of policies

- Communication and Teamwork

- Continuous dedication to process improvement

- Creativity and open mindedness

- Making maximum use of technology as a tool

What is necessary to effect change?

- Streamline processes
  - Shorten lead times; use shared vehicles

- Effective advanced acquisition planning

- Do more with less by centralizing
  - Migrate large contracts to regional centers
  - Contract consolidation of like services/items

- Use technology as an enabler
  - Business Intelligence System (BMMP pilot)

Conclusion

- ACA has made significant progress in 1st year

- Learning from and coordinating with other government and industry partners key

- Challenges: reshaping, shifting missions, recruiting and training workforce

- People are ACAs most valuable asset